

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 01344 281025Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 PASS-00 /018 W  
-----290148Z 085056 /22  
R 280835Z JAN 77  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC 5113  
INFO USDOC WASHDC

UNCLAS TOKYO 1344

TO: DEPT OF COMMERCE DISTRICT OFFICE  
609 FEDERAL BLDG.  
210 WALNUT ST.  
DES MOINES, IOWA  
TEL: (515)284-4222

1. EMBASSY REQUESTS YOUR ASSISTANCE IN CONTACTING SALES DEPARTMENT, WINNEBAGO INDUSTRIES, INC. (JCT 9 AND 69, FOREST CITY IOWA; TEL: 582-3535) REGARDING RATHER URGENT MATTER WHICH COULD LEAD TO SUBSTANTIAL SALE FOR THAT FIRM. SMALL TOKO-BASED TRADING COMPANY WELL-KNOWN TO EMBASSY, SANKYO INTERNATIONAL INC. (MEISAN BUILDING 1-12, 1-CHOME, AKASAKA, MINATO-KU, OKYO; TELEX: 2424503 SANKOT J; TEL. (03)586-1651) HAD PREVIOUSLY BEEN WORKING INFORMALLY WITH FORMER OKLA. GOVERNOR DAIV HALL TO LOCATE SALES OPPORTUNITIES FOR WINNEBAGO'S LINE OF MOBILE HOSPITALS. (HALL APPARENTLY WAS AND MAYBE STILL AN AGENT FOR WINNEBAGO.) SANKYO BELIEVES IT CAN NOW MAKE SALE OF 14 MOBILE HOSPITAL UNITS WORTH MORE THAN \$2 MILLION IN AN AFRICAN COUNTRY. HOWEVER, FOR MORE THAN MONTH FIRM HAS UNSUCCESSFULLY ATTEMPTED TO MAKE CONTACT WITH HALL AT HIS OKLAHOMA CITY RESIDENCE. SANKO NOW FEARS SALE COULD BE LOST, BUT HAVE HESITATED IN CONTACTING WINNEBAGO DIRECTLY WITHOUT HALL'S APPROVAL.

2. PLEASE ATTEMPT TO DETERMINE IF HALL IS STILL AGENT FOR WINNEBAGO AND IF WINNEBAGO PREPARED TO DISCUSS THIS SALES OPPORTUNITY  
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DIRECTLY WITH SANKO. IF WINNEBAGO IS INTERESTED, SUGGEST IT CONTACT DIRECTLY MR. DAVID SLIFKIN OF SANKO AT ABOVE ADDRESS, PREFERABLY BY TELEX. IF WINNEBAGO NOT INTERESTED REQUEST DISTRICT OFFICE NOTIFY EMBASSY FOR ATTN: WM. F. BEACHNER. AMERICAN EMBASSY TOKYO.  
HODGSON

NOTE BY OC/T: PASSED TO ABOVE ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Sent Date:** 28-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
**Expiration:**  
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**Office:** ACTION EA  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
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**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009